

**PURCHASERS' QUESTIONNAIRE**  
**SUPERALLOY DEGASSED CHROMIUM FROM JAPAN**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than March 18, 2005**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning superalloy degassed chromium from Japan (inv. No. 731-TA-1090 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)). Further information on this questionnaire can be obtained from James Fetzer (202-708-5403).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm purchased superalloy degassed chromium (as defined in the instruction booklet) from any source (domestic or foreign) at any time since January 1, 2001?

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.*

*By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)*

*I acknowledge that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 10 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

---



---



---

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No                      ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing superalloy degassed chromium from Japan into the United States or which are engaged in exporting superalloy degassed chromium from Japan to the United States?

☐ No                      ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of superalloy degassed chromium?

☐ No ☐ Yes--List the following information.

Firm name

Address

Affiliation

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART II.--PURCHASES AND PURCHASING PRACTICES**

II-1. a) Please report the countries from which your firm has purchased superalloy degassed chromium since January 2001.

☐ United States

☐ Japan

☐ Other countries (Please specify \_\_\_\_\_)

b) Please report the total dollar value of your firm's purchases of superalloy degassed chromium in 2004.

United States \_\_\_\_\_

Japan \_\_\_\_\_

Other countries \_\_\_\_\_

**PART II.--PURCHASES AND PURCHASING PRACTICES--Continued**

- II-2. If the relative shares of your firm's total purchases of superalloy degassed chromium from different sources (both domestic and foreign) have changed since January 2001, please list the country, state whether the relative share from that country has increased or decreased, and state the reason.

Country	Increase/decrease	Reason

- II-3. If you have changed suppliers within the last 3 years, please list the supplier, indicate whether the firm was added or dropped as a supplier, and give the reasons for the change.

---



---



---

- II-4. Which of the following best describes your firm as a purchaser of superalloy degassed chromium (check all that apply, noting the specific end uses if known)?

☐ **END USER**(\_\_\_\_\_)

☐ **DISTRIBUTOR** (\_\_\_\_\_)

☐ Other (\_\_\_\_\_)

- II-5. If your firm is an end user of superalloy degassed chromium , list in order of quantity of superalloy degassed chromium consumed, the top 3 products for which your firm purchases superalloy degassed chromium as a component part or input. Please indicate what percentage of the total cost is accounted for by superalloy degassed chromium .

**Product you produce****Percent of cost accounted for by superalloy degassed chromium**

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

**PART II.--PURCHASES AND PURCHASING PRACTICES--Continued**

II-6. a) Please list in order of importance any products that may be substituted for superalloy degassed chromium.

(1) \_\_\_\_\_ (2) \_\_\_\_\_ (3) \_\_\_\_\_

b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

---

---

c) Have changes in the prices of these products affected the price for superalloy degassed chromium?

☐ No ☐ Yes--To what degree do changes in their prices affect the price for superalloy degassed chromium? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of superalloy degassed chromium or final end use?

---

---

II-7 a) Does your firm purchase superalloy degassed chromium over the internet (e.g., online reverse auctions)?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total purchases of superalloy degassed chromium in 2001, 2002, 2003, and 2004 accounted for by internet purchases.

---

---

---

---

b) What role do reverse internet auctions play in your purchases of superalloy degassed chromium compared to other forms of negotiating prices? Has this changed since 2001?

---

---

---

**PART II.--PURCHASES AND PURCHASING PRACTICES--Continued**

II-8      Are you willing to pay a premium for having unlimited time for consignment compared to consignment sales for which there is a time limit on consignment? Is so, how large is this premium?

---

---

---

---

**PART II.--PURCHASES AND PURCHASING PRACTICES--Continued**

This question requests data and information related to your purchases of superalloy degassed chromium since January 2001. On the following pages, detailed information is requested on the price negotiation process for each of your firm's contracts in each year.

This information is requested for both successful and unsuccessful negotiations with all suppliers (including domestic producers and suppliers of Japanese and nonsubject products). Please provide information on the seller's initial price request, their final price request, the range of quantities under negotiation, and the quantity of product sold if negotiations were successful. If any of this information is unavailable, please provide (clearly labeled) estimates. If multiple, distinct negotiations occurred with any given seller (e.g., for purchase of additional product following the finalization of a previous purchase contract), please include each episode as a separate entry. Also, in an attachment describe any proposed transactions for products other than superalloy degassed chromium included in bids.

**COPY THE NEXT PAGE AS NECESSARY TO COVER ALL RELEVANT YEARS AND CONTRACTS.** Report all purchase prices and quotes on delivered basis.

**PART II.--PURCHASES AND PURCHASING PRACTICES--Continued**

II-9 Report information for all bids received by your firm since January 1, 2001 for superalloy degassed chromium. Please photocopy this page as necessary.

Item	(Quantity in 1,000 pounds, value in 1,000 dollars)			
	Supplier 1:	Supplier 2:	Supplier 3:	Supplier 4:
Supplier name				
Country of origin				
Product specifications (ex. grade)				
Duration of contract				
Tied to other transactions? (please describe in an attachment)				
Meet-or-release clause?				
Internet auction bid?				
Consignment terms				
Initial bid: Date				
Quantity				
Value				
Final bid: <sup>3</sup> Date				
Quantity				
Value				
Contract award (if won): Date				
Quantity				
Value				
<sup>1</sup> Please identify any known competitor in the space provided and, if available, data on competitors' bids. <sup>2</sup> Please identify other sources (e.g., other U.S. producers, imports/country): _____. <sup>3</sup> Report total number of bids submitted: _____.				

Please discuss the reasons for choosing the supplier or suppliers of the winning bid(s)

---



---



---



---

**PART II.--PURCHASES AND PURCHASING PRACTICES--Continued**

- II-10. For the factors listed below, please rate how superalloy degassed chromium produced in the United States compare with superalloy degassed chromium in Japan. Please attach any comments you care to make concerning your responses, especially in comparisons where you rate product from one country superior or inferior to product from another.

**United States compared to Japan**

	<b>SUPERIOR</b>	<b>COMPARABLE</b>	<b>INFERIOR</b>
Availability . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Consignment terms . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery terms . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Delivery time . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Discounts offered . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Lower price . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimum qty requirements . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Packaging . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product consistency . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product quality . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product range . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reliability of supply . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Technical support/service . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Transportation network . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
U.S. transportation costs . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify):			
_____ . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____ . . . . .	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**PART VI.--SUPPLIER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest suppliers of superalloy degassed chromium, purchased during 2001 to 2004. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total purchases of superalloy degassed chromium, that each of these suppliers accounted for in 2004.

<b>No.</b>	<b>Supplier's name</b>	<b>Street address (not P.O. box), state, and zip code</b>	<b>Contact person</b>	<b>Area code and telephone number</b>	<b>Share of 2004 purchases (%)</b>
<b>1</b>					
<b>2</b>					
<b>3</b>					
<b>4</b>					
<b>5</b>					
<b>6</b>					
<b>7</b>					
<b>8</b>					
<b>9</b>					
<b>10</b>					